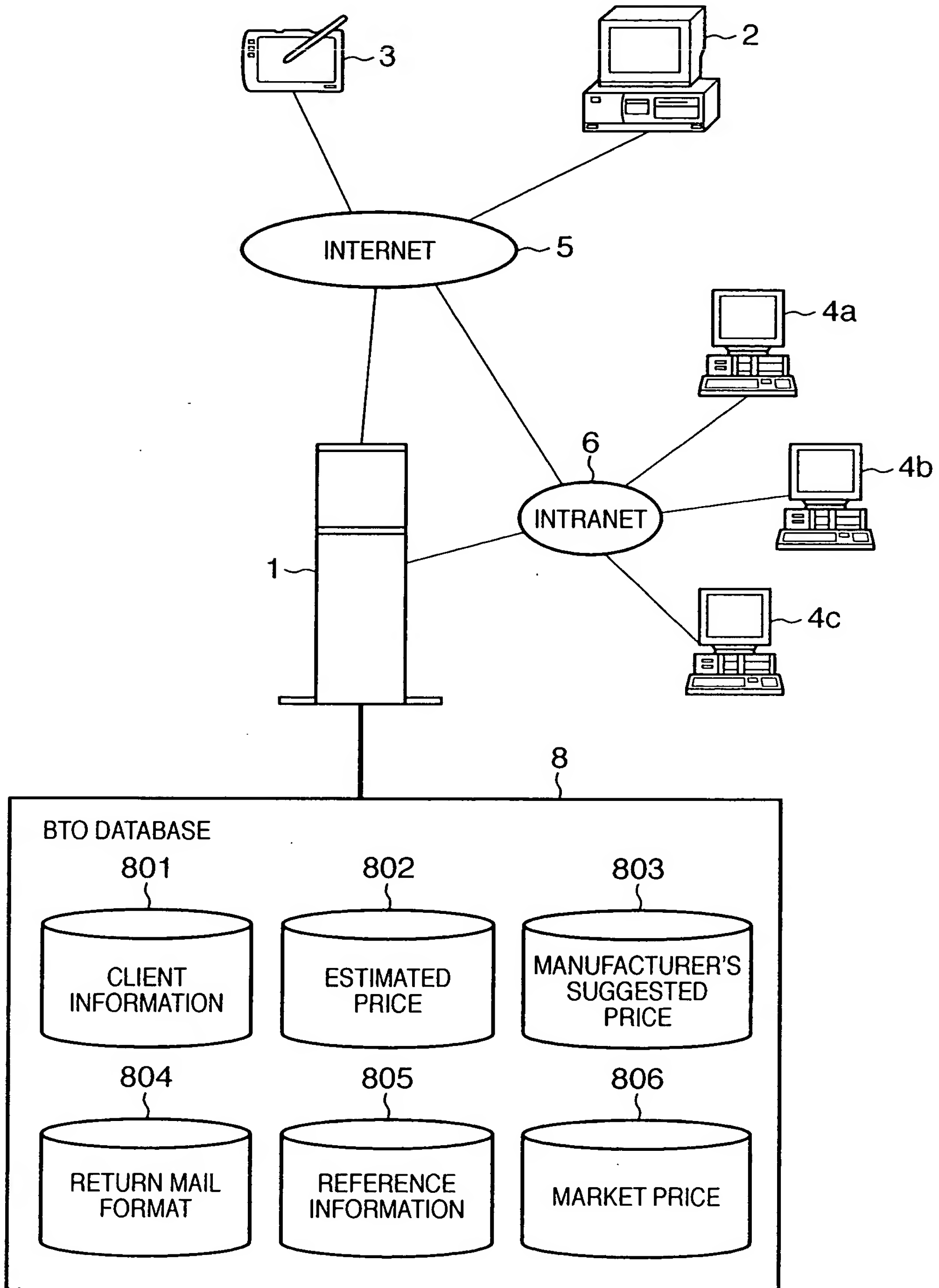


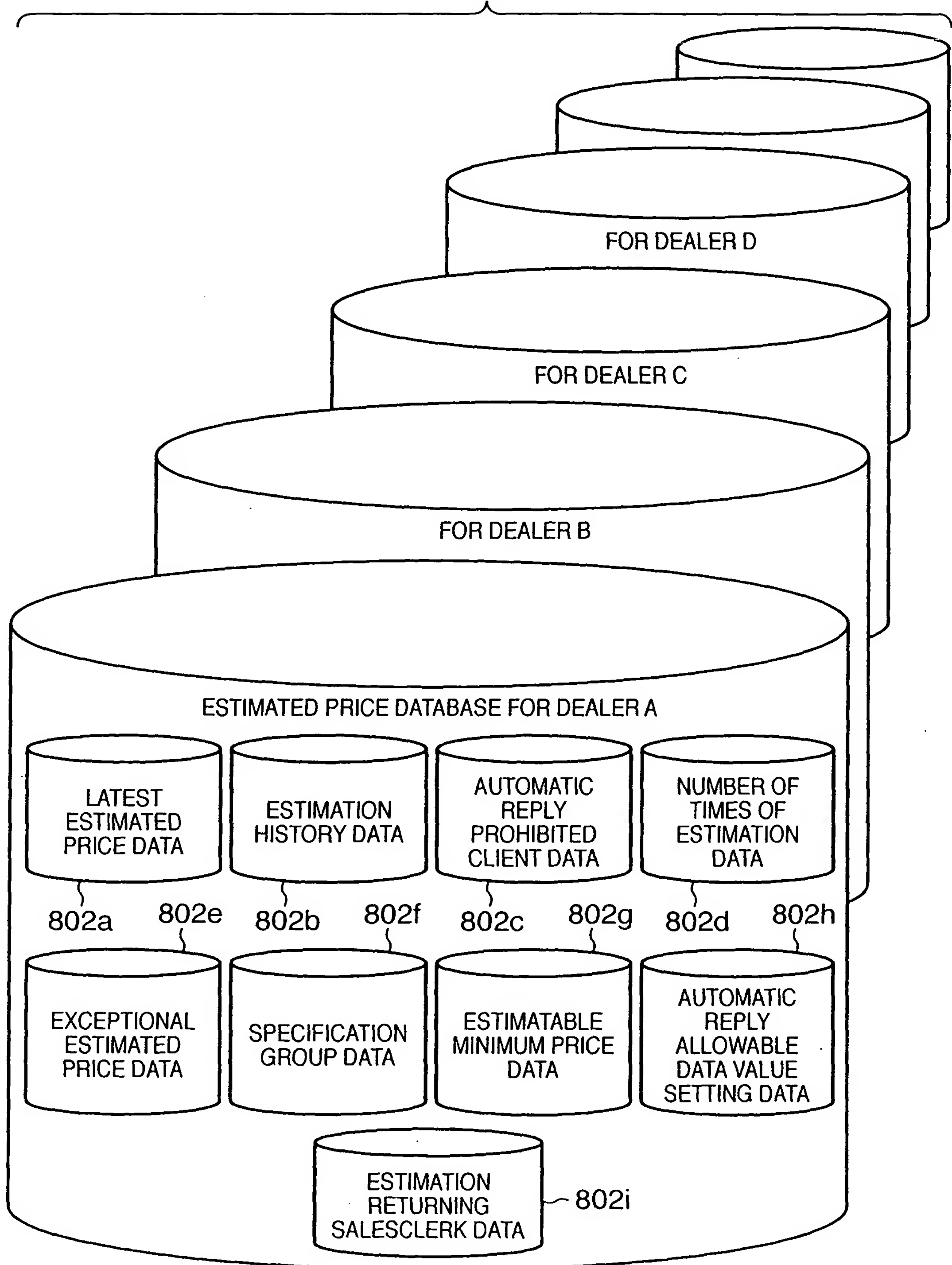
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# FIG. 1



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**FIG. 2**



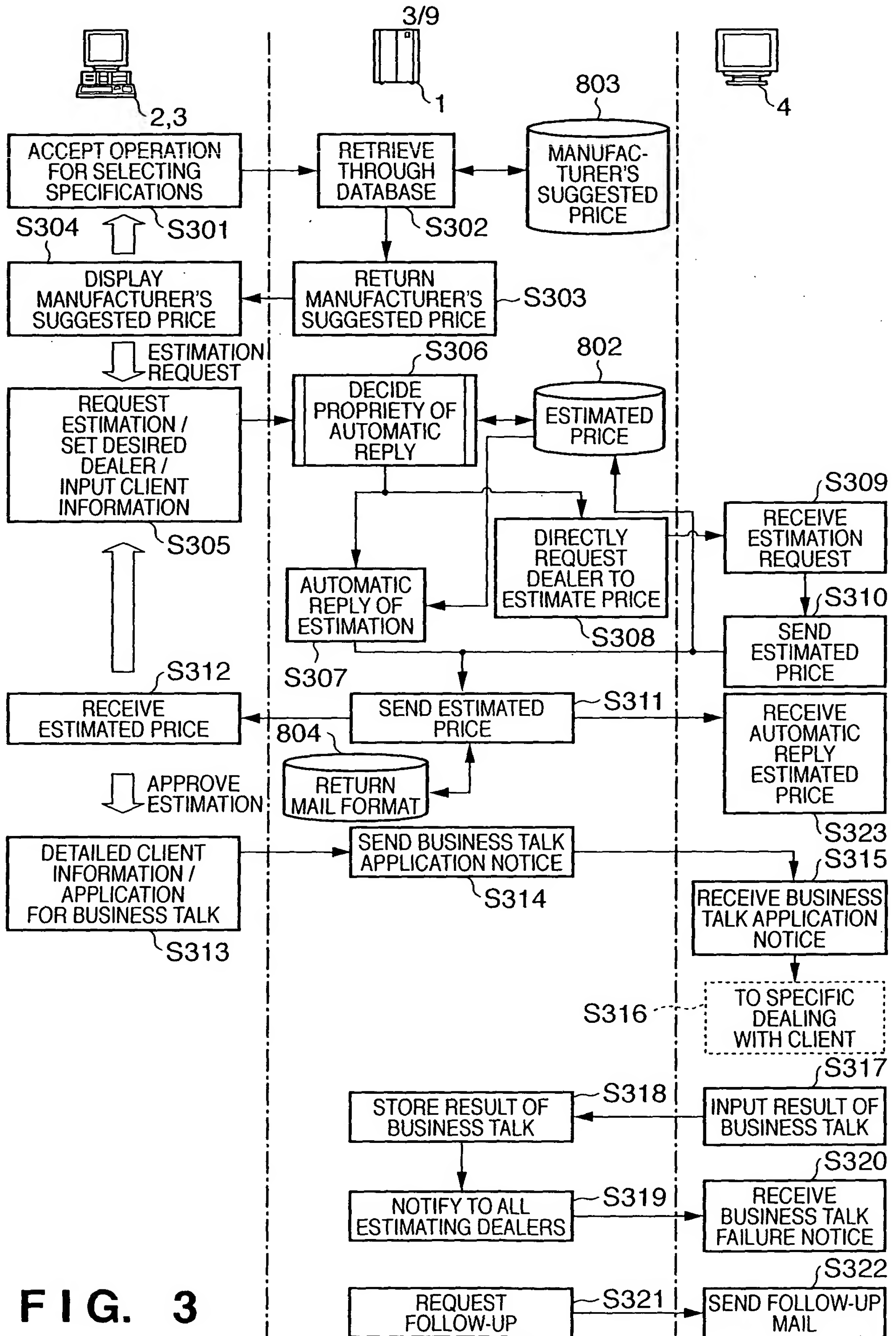


FIG. 3

FIG. 4

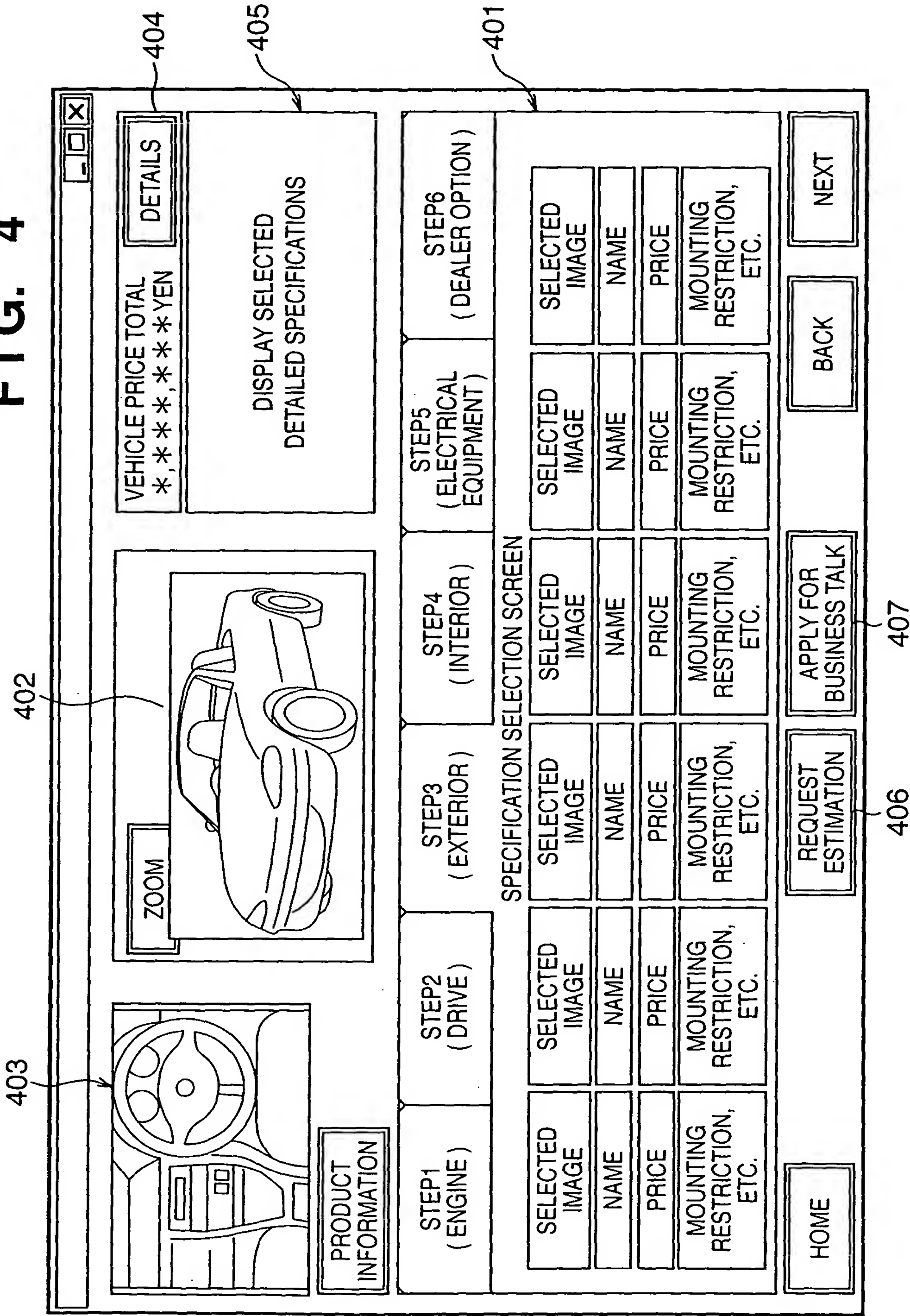


FIG. 5

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INPUT ESTIMATION

ESTIMATION HISTORY INFORMATION : SECOND  
PREVIOUS PERSON IN CHARGE ○○

508

503

504

505

MANUFACTURER'S SUGGESTED PRICE  
¥2,130,000

AUTOMATIC REPLY ESTIMATED PRICE  
¥2,100,000

ESTIMATED PRICE OF LAST TIME  
¥2,100,000

SPECIFICATION  
VERIFICATION

DESIRED PURCHASE PRICE OF CLIENT  
NOT INPUT

ESTIMATABLE MINIMUM PRICE  
¥1,950,000

PRESENTED ESTIMATED PRICE  
¥

REFERENCE  
INFORMATION

CANCEL

ACQUIRE  
APPROVAL

OK

FIG. 6

REFERENCE INFORMATION

1: COMPETITIVE MODEL INFORMATION

COMPANY A ○○ZR EXPECTED MARKET PRICE ¥2,170,000

COMPANY B TENZA 23S AVERAGE SALES PRICE ¥2,250,000

.....

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2: SALES STATE OF VEHICLE FOR WHICH PRICE IS ESTIMATED

IDENTICAL VEHICLE SHOP A 2002/3/20 ¥2,110,000 (TWO MONTHS BEFORE)

SIMILAR VEHICLE WITH DIFFERENT EQUIPMENT SHOP B 2002/5/20 ¥2,050,000

MANUFACTURER'S SUGGESTED PRICE ¥2,150,000

EQUIPMENT: EQUIPPED WITH SHIFT LEVER (¥20,000)

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3: COMPETITION STATE

1. SHOP C (ESTIMATION ORDER 1)

2. SHOP D

3. SHOP E

4. SHOP F

※SHOP CLOSEST FROM CLIENT IS SHOP C

※SHOP HAVING PURCHASE HISTORY IS SHOP D SALESCLERK IS △△

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4: .....

.....

CANCEL

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## FIG. 7

hansha@mitsumori.com, BUSINESS TALK FAILURE NOTICE

To : hansha@mitsumori.com  
From : BTO@server.com  
Subject : BUSINESS TALK FAILURE NOTICE  
Cc :  
Bcc :  
Attached :

\*\*\*\*\* BUSINESS TALK FAILURE NOTICE \*\*\*\*\*

A BUSINESS TALK WAS HELD AT SHOP ○○ ON MAY 23, 2002  
WITH MR/MRS/MISS ○○ (ID12345) WHO REQUESTED ESTIMATION ON MAY 20, 2002.

YOUR ESTIMATION IS ¥1,580,000,  
AND ESTIMATION BY SHOP ○○ IS ¥1,600,000.

DETAILS OF THE ESTIMATION ARE AS FOLLOWS :

### SPECIFICATIONS OF YOUR ESTIMATION

BASE MODEL	A5 TYPE	}	708
ENGINE & TRANSMISSION	1.6L(125ps) & 4AT WITH ABS		
TIRE & WHEEL	185 / 60R14 & alloy wheel		
INTERIOR	TAN TRIM		
AUDIO	MANUFACTURED BY COMPANY A Audica AM/FM MD		
OTHER EQUIPMENT	FOG LAMP ELECTRIC MIRROR	}	
DEALER OPTION	FRONT AIR DAMP SKIRT SIDE AIR DAMP SKIRT		

### SPECIFICATION OF ESTIMATION OF SHOP ○○

BASE MODEL	A5 TYPE	}	709
ENGINE & TRANSMISSION	1.6L(125ps) & 4AT WITH ABS		
TIRE & WHEEL	185 / 60R14 & alloy wheel		
INTERIOR	TAN TRIM		
AUDIO	MANUFACTURED BY COMPANY A Audica AM/FM MD		
OTHER EQUIPMENT	FOG LAMP ELECTRIC MIRROR CAR NAVIGATION SYSTEM MANUFACTURED BY COMPANY B	}	
DEALER OPTION	FRONT AIR DAMP SKIRT SIDE AIR DAMP SKIRT		

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## FIG. 8

hansha@mitsumori.com, COMMUNICATION OF RECOMMENDATION FOR PURCHASE

To : hansha@mitsumori.com  
From : BTO@server.com  
Subject : COMMUNICATION OF RECOMMENDATION FOR PURCHASE  
Cc :  
Bcc :  
Attached :

\* \* \* \* \* BUSINESS TALK FAILURE NOTICE \* \* \* \* \*

MR/MRS/MISS ○○ (ID225) WHO REQUESTED ESTIMATION ON MAY 20, 2002  
HAS NOT STARTED BUSINESS TALK YET.  
PLEASE FOLLOW THIS UP.

PERSON IN CHARGE OF SALES : ○○  
ELECTRONIC MAIL ADDRESS OF MR/MRS/MISS ○○ : ○○@client.com

CLIENT INFORMATION URL :  
[http : //www. kokyaku.com/○○. htm](http://www.kokyaku.com/○○.htm)

URL FOR CONFIRMATION OF SPECIFICATIONS URL :  
[http : //www. siyoukakunin.com/○○. htm](http://www.siyoukakunin.com/○○.htm)



FIG. 9

